

## Message Text

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APPROVED BY EB/ITPXEWT/MCORIMER

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COM/BEWT/OEWCA/MGEORGE (DRAFT)

COM/BEWT/OD/ATDOWNEY (DRAFT)

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E.O. 11652: N/A

TAGS: EEWT, RO

SUBJECT: U.S./ROMANIAN JOINT COMMISSION: PROPOSED WORKING  
GROUP ON COOPERATION IN THIRD MARKETS

REF: (A) BUCH 6179 (B) CLARKE/BURGESS TRANSMITTAL OF  
DEC 2, 1975 RE GOR TRANSLATION OF PROPOSED AGENDA

SUMMARY: COM/BEWT FEELS COMMITTED IN PRINCIPLE TO GOR  
PROPOSAL FOR EXPERTS MEETING ON THIRD COUNTRY COOPERATION  
IN WASHINGTON BUT DESIRES MORE INFORMATION RE SUCH  
COOPERATION BEFORE DEFINITE COMMITMENT WILL BE MADE. SUCH  
A MEETING SHOULD BE AD HOC, ENTITLED AN "EXPERTS MEETING",  
CHAIRD BELOW THE DAS LEVEL, AND TAKE PLACE IN MARCH OR  
LATE APRIL. GOR PROPOSED AGENDA FOR THIS MEETING NOT  
VERY SUBSTANTIVE AND CAUSES US SOME PROBLEMS. END SUMMARY.

1. GENESIS THIS PROPOSED WORKING GROUP (WG) WAS GIGEL  
CRISTEA (MINISTRY OF FOREIGN TRADE) PROPOSAL AT LAST  
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JOINT COMMISSION. AT THAT TIME CRISTEA WAS NOT TOO SPECIFIC ABOUT NATURE, ROLE AND VALUE OF SUCH A GROUP EXCEPT TO NOTE THE ALLEGED SUCCESS THAT GOR HAS ENJOYED IN DEVELOPING THIRD COUNTRY COOPERATION WITH CERTAIN W. EUROPEAN COUNTRIES (E.G. FRG) FOLLOWING ESTABLISHMENT OF SUCH W.G.'S.

2. COM/BEWT MINUTES OF WORKING GROUP ONE (POUCHED TO YOU ON JANUARY 22, 1976), IN WHICH CRISTEA MADE THIS PROPOSAL, INDICATE REQUEST ON THE PART OF U.S. SIDE NOT ONLY FOR PROPOSED AGENDA BUT ALSO EXAMPLES AND DESCRIPTIVE DATA RE CURRENT GOR COOPERATION ACTIVITIES IN THIRD COUNTRIES. WE STATED THAT THE AGENDA AND SUCH DATA WOULD BE STUDIED IN THE CONTEXT OF POTENTIAL U.S. COMMERCIAL INTEREST IN SUCH COOPERATION, TO DETERMINE WHETHER THE ESTABLISHMENT OF A WORKING GROUP OR EXPERT'S MEETING WOULD BE WORTHWHILE. UNFORTUNATELY, THE WORDING OF PARA 18 OF THE AGREED MINUTES OF THE COMMISSION MEETING IS NOT AS PRECISE OR AS CAUTIOUS. WE DID MAKE CLEAR IN THE AGREED MINUTES THAT WE DID NOT RECOGNIZE THIS AS A HIGH PRIORITY ISSUE AND THAT IF SUCH A MEETING WERE HELD IT WOULD HAVE TO BE DONE HERE IN WASHINGTON.

3. RESULT OF THE ABOVE AND GOR'S INTERPRETATION OF PARA 18 IS SUCH AS TO COMMIT US IN PRINCIPLE TO HOLD A MEETING ON THIRD COUNTRY COOPERATION HERE IN WASHINGTON SOMETIME IN EARLY 1976. HOWEVER, BEFORE DEFINITELY COMMITTING US TO MEETING, DOC REQUESTS AGAIN THAT GOR PRECISELY DEFINE NATURE, SCOPE AND VALUE OF THIRD COUNTRY W.G. TO U.S. FIRMS; INDICATE SPECIFIC AREAS OF PROPOSED COOPERATION RE SPECIFIC PROJECTS; PROVIDE INFO RE GOR'S EXISTING COOPERATION PROJECTS AND THIRD COUNTRY WG'S WITH OTHER WESTERN COUNTRIES, E.G., FRG AND OTHERS. ADVANCE KNOWLEDGE OF SUCH DATA WOULD HELP US GAUGE THE VALUE OF THE MEETING, ASSIST IN OUR PREPARATION, AND SAVE TIME AT THE MEETING. OUR CONCERN IS THAT U.S. COMPANIES HAVE SO FAR SHOWN LITTLE INTEREST IN THIRD COUNTRY COOPERATION. THEREFORE, UNLESS GOR CAN SHOW US SIGNIFICANT BENEFITS THAT THE WG CONCEPT WILL OFFER U.S. COMPANIES, WE SEE LITTLE VALUE IN THE ESTABLISHMENT OF A W.G. AS A VEHICLE TO PROMOTE THIS LIMITED OFFICIAL USE

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TYPE COOPERATION.

4. OTHER POINTS WHICH SHOULD BE STRESSED TO GOR AS CONDITIONS FOR A MEETING ON THIS MATTER ARE:

(A) DOC WISHES TO AVOID ESTABLISHING A PERMANENT FORUM ON SUBJECT. THUS, WE PREFER THAT MEETING BE CALLED

EXPERTS MEETING ON THIRD COUNTRY COOPERATION, NOT A WORKING GROUP. WE FEEL TERM "WORKING GROUP" IMPLIES SUBSEQUENT MEETINGS WHILE EXPERT'S MEETING WOULD BE AN AD HOC OCCURANCE WITH NO COMMITMENT TO FUTURE MEETING, UNLESS SO AGREED TO BY THE PARTIES. IN THIS CONTEXT,

SUCH AN EXPERT'S MEETING SHOULD BE SEEN ONLY AS IN PREPARATION FOR FURTHER DISCUSSION RE THIS TOPIC AT THE THIRD SESSION OF THE ECONOMIC COMMISSION.

(B) DOC DOES NOT FEEL THAT MEETING WOULD BE OF SUFFICIENTLY HIGH PRIORITY SO AS TO BE CHAIRED BY DAS DOWNEY, THEREBY REQUIRING A CORRESPONDINGLY APPROPRIATE LEVEL GOR OFFICIAL. RATHER WE PREFER TO KEEP THIS AT LOWER, OPERATIVE LEVEL OF DOC EXPERTS, ALTHOUGH INCLUSION OF STATE, OPIC AND TREASURY POSES NO PROBLEM.

(C) PROPOSED DATES OF LATE JANUARY OR FEBRUARY WOULD APPEAR TO BE TOO SOON. DOC WOULD PREFER DATE IN MARCH OR IN LATE APRIL. THIS WOULD ALLOW GOR TIME TO GET BACK TO US WITH SPECIFICS RE QUESTIONS PER PARA 3 ABOVE.

5. RE "LIST OF SPECIFIC PROJECTS" PER PARA 2 REF. A. DOC IS SOMEWHAT CONFUSED. WE HAVE NO RECORD OF SPECIFIC THIRD COUNTRY COOPERATION PROJECTS BEING GIVEN TO US AS A LIST AT TIME OF THE COMMISSION. WHAT WE DO HAVE ARE MINUTES FROM OUR OCTOBER EXPERT'S MEETINGS AT WHICH TIME WE DISCUSSED THIRD COUNTRY COOPERATION AND MR. CRISTEA LISTED A NUMBER OF POTENTIAL PROJECTS IN AFRICA. COULD THIS BE WHAT MR. CRISTEA IS REFERRING TO IN PARA 1 REF. A?

6. RE PROPOSED AGENDA OUR COMMENTS ARE AS FOLLOWS:

(A) WE AGREE THAT AGENDA AS PROPOSED IS SKETCHY AT BEST. LIMITED OFFICIAL USE

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(B) MANY OF THE ITEMS LISTED COULD EASILY BE HANDLED BY SIMPLE EXCHANGE OF INFORMATION WITHOUT HAVING TO HOLD A MEETING; OTHERS LIKE I. 3 OR III. 3 ARE NOT APPROPRIATE FOR USG TO DEVELOP, NOR ARE ANY DISCUSSIONS ON ECONOMIC AND TECHNICAL MERITS OF PROJECTS OR THE FORM OF COOPERATION. THESE SHOULD BE LEFT TO THE JOINT PARTNERS TO EXAMINE.

(C) ITEM I. 5. WOULD APPEAR TO GO BEYOND WHAT WE IN DOC ARE PREPARED TO DO IN SUCH AN EXPERT'S MEETING.

(D) AS GOR NOTED AT COMMISSION WORKING GROUP ONE AND AS REFLECTED IN THIS AGENDA ONE OF THE MAJOR PROBLEMS IN

DEVELOPING SUCH COOPERATION IS FINANCING.

(E) AS FAR AS WE CAN DETERMINE, ANOTHER MAJOR PROBLEM  
THE ROMANIANS WILL HAVE IN DEVELOPING SUCH COOPERATION IS  
CONVINCING THE U.S. FIRM THAT THEIR CONTRIBUTION TO THE

VENTURE IS SIGNIFICANT ENOUGH TO JUSTIFY A JOINT EFFORT  
WITH THEM RATHER THAN THE SOLO INVOLVEMENT BY THE U.S.  
FIRM OR IN COOPERATION WITH OTHER PARTNERS. INGERSOLL

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